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VIGNETTES

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The Agricultural Trade and Marketing Information Center Newsletter

No. 16, May 1994 (Issued Quarterly)

Export/Financial/Technical Assistance

A great many public institutions and private organizations provide assistance to any small- to medium-sized, disadvantaged companies, major firms, agribusinesses or individuals wishing to do business overseas. Such assistance may take the form of:

Buyer Alert/Foreign buyers list; Demographic trends and product demand; Economic trend indicators; Identification of joint venture partners; International trade shows; Names and addresses of host-country government agencies/trade organizations/other contacts; Sources of trade finance and investment capital; and Trade leads.

Exporters should first explore their state and local agencies, banks, chambers of commerce, international trade associations, export management and export trading companies, consulting firms, international trade development centers and libraries that offer a wide range of programs in their local areas.

The agencies below provide export, financial, and technical assistance for business exporters of food, agricultural and commercial products.

U.S. Department of Agriculture (USDA)

Foreign Agricultural Service (FAS)

- **U.S. Agricultural Trade Office**

Responsible for USDA overseas programs; gather market intelligence; promotional opportunities abroad; sponsor trade shows. For more information about this Office call: Tel: (202) 720-6138; FAX: (202) 720-6063.

- **Ag Export Services Division**

Assists exporters with marketing and trade information. Contact: Tel: (202) 720-6343; FAX: (202) 690-4374.

The U.S. Trade Assistance and Promotion Office (TAPO) is a contact point within FAS for agricultural exporters seeking foreign market information; counsels firms who believe they have been injured by unfair trade practices. Contact: TAPO, Tel: (202) 720-7420; FAX: (202) 690-4374.

AgExport Connections provides the "AgExport Action Kit;" describes services such as: Buyer alert, listing of foreign buyers, and trade leads. Tel: (202) 720-7103; FAX: (202) 690-4374.

The USDA Trade Show Office assists U.S. exporters and provides information on international trade shows. Contact: Tel: (202) 720-9423; FAX: (202) 690-4374.

See Assistance, page 2

Economic Research Service (ERS)

- **Agriculture and Trade Analysis Division (ATAD)**

Covers agricultural and trade policies and their relationship to the economic, technical, and political factors affecting agricultural trade among countries. For more information contact ATAD at Tel: (202) 219-0700; FAX: (202) 219-0112.

Agriculture and Trade Analysis Division has six branches:

Africa and Middle East
Tel: (202) 219-0630

Asia and Pacific Rim
Tel: (202) 219-0610

Europe
Tel: (202) 219-0620

Markets and Competition
Tel: (202) 219-0705

Trade and Development Analysis
Tel: (202) 219-0680

Western Hemisphere
Tel: (202) 219-0687

National Agricultural Statistical Service (NASS)

NASS provides information on: U.S. and foreign trade, prices, market shares in a given market and other economic indicators. Tel: (202) 219-0504; FAX: (202) 219-0308.

National Agricultural Library (NAL)

- **Agricultural Trade and Marketing Information Center (ATMIC)** (One professional person operation).

ATMIC provides information on agricultural trade and marketing and related topics through combining subject expertise, state-of-the-art technology and networking. Responses to information requests are disseminated through publications produced by the ATMIC; utilizing the Center's subject file, and accessing databases and systems such as: AGRICOLA, DIALOG online systems' various files; CD Roms; ALF (NAL's Electronic Bulletin Board System), Internet, and through referrals to USDA experts, trade organizations, international trade development centers, and other institutions. Tel: (301) 504-5509; FAX: (301) 504-6409; E-mail: mlassany@nalusda.gov.

- Other NAL Units that provide assistance with reference requests to the agricultural trade and marketing community:

NAL's Reference Branch
(Wayne Olson)

Tel: (301) 504-5204

DC Reference Center

Tel: (202) 720-3434.

Other USDA Agencies

Several agencies within the U.S. Department of Agriculture provide inspection services when certificates are required to clear imported products through overseas customs. They are:

Animal and Plant Health Inspection Service (APHIS): Provides information concerning health and sanitation standards for animals, plants, and agricultural products entering and exiting the United States. Tel: (301) 436-8537; FAX: (301) 436-5786.

Grain Inspection Service (FGIS): Provides inspections under the

See Assistance, page 3

Vignettes is issued quarterly by the Agricultural Trade and Marketing Information Center (ATMIC) at the USDA, National Agricultural Library. The newsletter is available free upon request from ATMIC, Room 304, 10301 Baltimore Boulevard, Beltsville, MD 20705-2351.

The United States Department of Agriculture (USDA) prohibits discrimination in its programs on the basis of race, color, national origin, sex, religion, age, disability, political beliefs, and marital or familial status. (Not all prohibited bases apply to all programs). Persons with disabilities who require alternative means for communication of program information (braille, large print, audiotape, etc.) should contact the USDA Office of Communications at (202) 720-5881 (voice) or (202) 720-7808 (TDD).

To file a complaint, write the Secretary of Agriculture, U.S. Department of Agriculture, Washington, D.C. 20250, or call (202) 720-7327 (voice) or (202) 720-1127 (TDD). USDA is an equal employment opportunity employer.

Assistance, continued from page 2

U.S. Grain Standards Act and the Agricultural Marketing Act; conducts mandatory inspection for all exported grain. Tel: (202) 720-0226; FAX: (202) 720-1015.

Food Safety and Inspection Service (FSIS): Guarantees that meat and poultry products are properly labeled and U.S. inspected and approved. Tel: (202) 720-9051; FAX: (202) 690-3856.

Agricultural Marketing Service (AMS), Transportation and Marketing Division: The International Transportation Branch provides publications, guidance to transportation resources and maintaining product quality in transit to country of destination. Tel: (202) 690-1319; FAX: (202) 690-1340.

U.S. Department of Commerce (USDOC)

International Trade Administration (ITA)

ITA promotes products, offers services and programs for the U.S. exporting community.

- **U.S. and Foreign Commercial Service (US&FCS)**

Domestic and overseas commercial officers network of trade specialists; provides information on foreign markets; agent/distributor location services; trade leads counseling on business opportunities; trade barriers prospects abroad. For information call: 1-800-USA-Trade.

- **International Economic Policy (IEP)**

Country Desk Officers

Trade Development Industry Officers

For information call: 1-800-USA-Trade.

Regional Business Centers

Regional Business Centers were established to respond to expanded need for information on new opportunities for trade and investment in various areas of the world.

- **Business Information Service for the Newly Independent States (BISNIS);** Tel: (202) 482-4655; FAX: (202) 482-2293

- **Eastern Europe Business Information Center (EEBIC);** Tel: (202) 482-2645; FAX: (202) 482-4473

- **Japan Export Information Center (JEIC);** Tel: (202) 482-2425; FAX: (202) 482-0469

- **Latin America/Caribbean Business Development Center;** Tel: (202) 482-0841; FAX: (202) 482-2218

- **Office of Multilateral Affairs;** Tel: (202) 482-0603; FAX: (202) 482-5939

- **Single Internal Market 1992 Information Service (SIMIS);** Tel: (202) 482-5276; FAX: (202) 482-2155

Bureau of Export Administration (BXA)

BXA is responsible for control of export for reasons of national security, foreign policy and short supply; issues licenses on controlled exports; provides seminars domestically and overseas on U.S. export regulations. Contact: Office of Export Licensing, Tel: (202) 482-0436; FAX: (202) 482-3322.

Export-Import Bank

- **Services to Small Businesses**

Provides information on the availability and use of export credit insurance, guarantees, and direct and intermediary loans extended to finance the sale of U.S. goods and services overseas. A West Coast office has been set up as well. Contact: Hotline telephone 1-800-424-5201; West Coast Office: Tel: (310) 575-7425; FAX: (310) 575-7428.

City-State Program; Tel: (202) 566-8944; FAX: (202) 566-7524

- **Working Capital Guarantee Program**

Assists small businesses obtain pre-export financing from commercial lenders. Funds may be used for such pre-export activities as buying raw materials or foreign marketing.

Contact: U.S. Division; Tel: (202) 566-8820; FAX: (202) 566-7524.

See Assistance, page 4

Assistance, continued from page 3

- **Export Credit Insurance**

Offers insurance which covers political and commercial risks on export receivables. Contact: Insurance division; Tel: (202) 566-8342.

U.S. Small Business Administration (USSBA)

- **Export Information System**

Provides data reports on specific products or service information on the top 25 world markets and market growth trends for the past five years. For information call: Tel: (202) 205-7264; FAX: (202) 205-7272.

- **Export Legal Assistance Network (ELAN)**

A nationwide group of attorneys with experience in international trade, who provide free initial consultations to small businesses on export related activities. Contact: ELAN Tel: (202) 778-3080; FAX: (202) 778-3063.

- **Export Revolving Line of Credit Program**

Guarantees loans up to \$750,000, proceeds can be used to finance foreign market development or labor and materials needed to manufacture or wholesale for exports. Contact: Office of Financial Assistance; Tel: (202) 205-6497; FAX: (202) 205-7519.

- **International Trade Loan Guarantee Program**

Offers loan guarantees to small businesses adversely affected by import competition or those that can expand existing export markets, or develop new export markets. Contact: Office of Financial Assistance; Tel: (202) 205-6570; FAX: (202) 205-7519.

- **Matchmaker Trade Delegation**

Joint Activity: International Trade Administration, U.S. Department of Commerce and U.S. Small Business Administration.

Designed to introduce new-to-export or new-to-market businesses to prospective agents and distributors overseas.

For more information on this joint activity contact: International Trade Administration, USDOC: Tel: (202) 482-4231; FAX: (202) 482-0178. Small Business Administration: Tel: (202) 205-7260; FAX: (202) 205-7272.

- **Office of International Trade**

Assists small businesses seeking to export; provides "how-to" and market specific publications for exporters. For more information call: Tel: (202) 205-6720; FAX: (202) 205-7272.

- **Office of Minority Small Business and Capital Ownership Development**

Under the Management and Technical Assistance Pro-

gram, SBA contracts with professional management firms to provide management assistance and international trade related services to eligible small businesses. Contact: Division of Management and Technical Assistance; Tel: (202) 205-6420; FAX: (202) 205-7549.

- **SCORE Program**

Members of the Service Corps of Retired Executives with years of experience in international trade, assist small businesses in evaluating export potential and strengthening domestic operations by identifying financial, managerial, or technical problems. Contact: SCORE; Tel: (202) 205-6762; FAX: (202) 205-7636.

- **Small Business Development Centers**

Provide international trade managerial and technical assistance, research studies, and other types of specialized assistance to small business exporters. Contact: Office of Small Business Development Center; Tel: (202) 205-6766; FAX: (202) 205-7727.

- **Small Business Institutes**

Provide international trade counseling and management assistance to eligible small businesses. Contact: Office of Business Development; Tel: (202) 205-7414; FAX: (202) 205-7146.

See Assistance, page 5

Assistance, continued from page 4

Agency for International Development (A.I.D.)

- **Center for Trade & Investment Services, Bureau for Private Enterprise (CTIS).** For information contact: CTIS; Tel: 1-800-872-4348, (202) 663-2660; FAX: (202) 663-2670.
- **International Executive Service Corps.** For information contact: IESC; Tel: (202) 663-2384; FAX: (202) 663-2149.
- **Minority Resource Center, Office of Small and Disadvantaged Business Utilization.** For information call: Tel: (703) 875-1551; FAX: (703) 875-1862.
- **Trade and Investment Services, Bureau for Private Enterprise.** Contact: Office of International Business Development; Tel: (202) 663-2680; FAX: (202) 663-2670.

Overseas Private Investment Corporation (OPIC)

- **HOTLINE** for information on OPIC's programs and services; Tel: 1-800-424-OPIC, (202) 336-8799.
- **Investors Services;** for more information call: Tel: (202) 336-8620; FAX: (202) 408-5145.

Other Organizations

- **American Chambers of Commerce Abroad**
- **Foreign Chambers of Commerce in the United States**
- **International Trade Development Centers for Agriculture (ITDC's)**

Provide programs and services to farmers and agribusinesses to enhance exports of agricultural and forestry commodities and related products; develop and promote programs unique

to each region's agricultural products. Conduct research, provide market information, offer seminars, conferences for exporters.

Located in: Florida, Idaho, Iowa, Kansas, Kentucky, North Dakota, Oklahoma, Oregon, Washington, and West Virginia. For a list of these Centers contact: the Agricultural Trade and Marketing Information Center.

- **State Departments of Agriculture**
- **State Government Trade Offices**
- **Trade Organizations**

Please refer to: *Encyclopedia of Associations*, lists both national and international organizations. Reference directory, available at most major public, special or university libraries in your local area.

- **World Trade Centers**

Items of Interest

Ariel Document Transmission System

Ariel is a new document transmission system from the Research Libraries Group (RLG), Mountain View, California. Using commercially available hardware and RLG's Ariel software, users can scan articles, photos, and similar documents, transmit the resulting electronic images over the Internet to each other's Ariel workstations, and print them on a laser printer.

Ariel features: Fast scanning, transmitting, and printing; high image resolution; modular, nondedicated equipment; original source scanned (no need to photocopy first); internet transmission; concurrent send/ receive capability; high data compression; transmission error correction; broadcast capability (multiple simultaneous transmission of images); image manipulation possible; and online user directory.

For more information about Ariel, contact: The Research Libraries Group, Inc., 1200 Villa Street, Mountain View, CA 94041-1100; FAX: (415) 964-0943; Tel: (415) 691-2284; E-mail BL.MXR@RLG.BITNET.

See Items, page 6

Items, continued from page 5

Citizens Democracy Corps (CDC) Seeking Advisors for Assignments in Eastern Europe

CDC is currently seeking advisors for assignments in Bulgaria, the Czech Republic, Romania, Poland, and Russia. CDC advisors have 10-25 years of experience in business, particularly in international business. Advisors must be able to commit to a two-month volunteer assignment. Interested advisors should fax or mail their resume to: The Citizens Democracy Corps, Dept BEP, 1735 Eye Street, NW, Suite 720, Washington, DC 20006; FAX: (202) 872-0923.

Economist Intelligence Unit (EIU)-Global Business Information Available on CD-ROM

The Economist Intelligence Unit (EIU) is offering its global business information on CD-ROM via CD-ROM/SilverPlatter Information, Inc. Released under the brand name, EIU on Disc, this product is available from both SilverPlatter and EIU Online, the newly formed electronic publishing division of the EIU. The CD-ROM series includes the complete versions of EIU's Country Reports; Country Forecasts; International Business Newsletters; and Automotive Reports. All of the EIU CD-ROM titles cover 1993 to the present and use SilverPlatters's full-text retrieval software - SPIRS-FT. For more information contact: Economist Intelligence Unit, 215 Park Avenue, S.;

New York, NY 10003; Tel: 1-800-938-4685, FAX: (212) 995-8837.

International Trade Network

The International Trade Network is an Internet Electronic Mailing List for advertisements of exports, imports, services and direct investments. Trade advertisements may be posted gratis by anyone, and are relayed worldwide by E-mail to subscribers in a daily (maximum) digest. All advertisements are archived indefinitely on a dial-up BBS.

Trade advertisements may be posted at no charge by either:

- sending E-mail to:
IntlTrade@WORLD.STD.COM
or USA@WORLD.STD.COM
- dialing the BBS directly and posting a message (IntlTrade BBS 803-472-3754)
- FAXING your ad for OCR conversion to text

Nonsubscribers may post an unlimited number of commercial advertisements. Nonsubscribers have automatic free access to the DEMO conference by simply calling the BBS.

Further information and a subscription form may be retrieved by E-mail and/or fax. Send an E-mail message to majordomo@world.std.com with the following in the body of the text: info intltrade.

To retrieve by fax, set fax machine to POLL RECEIVE and call (803) 472-4527. If fax does not have POLL RECEIVE, call and press ENTER, START, or COPY at the fax tone.

For more information contact: International Trade Network, 401 Lake Road, Inman, SC 29349-9605; E-Mail: USA@WORLD.STD.COM
Tel: (803) 472-8524
FAX: (803) 472-4527.

Shop'n Save: Scholarships and Services

The Shop'n Save supermarket group besides providing warm clothing to people in need have also created a \$50,000 Students Extra Educational Development (S.E.E.D.) Scholarship Program. The program will award 25 scholarships to college or vocational-technical school-bound high school seniors, who have volunteered at least 8 to 10 hours a month and maintained a 3.0 quality point average. Scholarship awards will range from \$1,000 to \$5,000 each. For more information about the Shop'n Save Scholarships and Services call (412) 925-6600. (Source: FDM (*Food Distribution Magazine*), January 1994. p.13 "Making a Difference.")

Sliven, Bulgaria Interested in Expanding Its Markets

The municipality of Sliven is interested in expanding its markets (agricultural and industrial products) via joint ventures, investments, and business relationships to the Western market.

For more information contact: Krustju Berberov, International Relations Department, Municipality of

See Items, page 7

Items, continued from page 6

Sliven, Tsar Osvoboditel 1, Municipality of Sliven BG-8800, Bulgaria. Tel: (359) 4422116, FAX: (359) 4422070; Mike Brennan, Business Advisor, U.S. Peace Corps Volunteer, Room 202, Tsar Osvoboditel 1, Municipality of Sliven BG-8800, Bulgaria. Tel: (359) 4420758, FAX: (359) 22070.

Summit of the Americas Internet Gopher

Florida International University's Latin American and Caribbean Center (LACC, FIU) has implemented a prototype Internet Gopher server for the upcoming Summit of the Americas, an historic event which will bring the democratically elected heads of state of all the countries in the Western Hemisphere to Miami this December 9-10, 1994. The Summit will address critical issues facing the Americas, including democracy and good governance as well as trade, investment and environment. For more information about this activity and how to access it, contact: Summit Gopher, Latin Amer-

ican and Caribbean Center, Florida International University, DM 353, University Park, Miami, FL 33199.

Trade Promotion Events in Eastern Europe and the Baltic States

For information on upcoming trade promotion events in Eastern Europe and the Baltic States contact the Eastern Europe Business Information Center, U.S. Department of Commerce at (202) 482-2645 and request the publication "Just Do It," a 40-page listing of upcoming events.

Videos for Minority Business Owners

The American Institute of Small Business has introduced three videos designed for minority business owners. The videos feature successful minority business people and are the first of their kind. Topics include "How to start your own successful business" and "How to find employment in the '90s." The videos sell for \$69.95 and are available by calling 800-328-2906. (Source: *Texas Department of Commerce Newsletter*, January 1994.)

Publications

Books/Directories/Guides/Hearings

- *Agriculture in the Uruguay Round*. Ingersent, K.A.-ed., et al. New York, NY: Macmillan, 1994. 320 pp. Cost: \$75.00

Based on a conference held at the University of Nottingham, England, April 1990. Examines Perspectives of the US, the EEC, the Cairns Group, Canada, Japan, Developing Countries, and the Food Industry; impact on EEC Common Agricultural Policy reform.

Order from: Macmillan Publishing, Co., 866 3rd Avenue, New York, NY 10022; Tel: 800-257-5755 or (212) 702-2000.

- *Dictionary of International Trade*. Rosenberg, Jerry M. New York, NY: Wiley, 1994. 314 pp. Cost: hard copy: \$39.95, paper copy: \$14.95

Covers: GATT, NAFTA, the EEC, and the Pacific Rim.

Order from: John Wiley & Sons, Inc., 605 3rd Avenue, New York, NY 10158; Tel: (212) 850-6000; FAX: (212) 850-6088.

- *A Guide To Doing Business with the Department of State*. Washington, DC: U.S. Department of State, Bureau of Administration, Office of Small and Disadvantaged Business Utilization, 1993. 54 pp. Cost: \$2.25 + postage and handling.

The Guide is intended to assist those small, minority and female-owned firms seeking to do business with the Department in identifying procurement opportunities within the Department of State.

See Publications, page 8

Publications, continued from page 7

Order from: Superintendent of Documents, P.O. Box 371954, Pittsburgh, PA 15250-7954, FAX: (202) 512-2233 (Stock #: 044-000-02345-8)

- *Foreign Policy Implications of the North American Free Trade Agreement (NAFTA) and Legislative Requirements for the Side Agreements.* Hearing before the Committee on Foreign Relations, U.S. Senate, One Hundred Third Congress, First Session, October 27, 1993. Washington, DC: U.S. Congress, 1994. 60 pp.

Order from: Superintendent of Documents, U.S. Government Printing Office, Congressional Sales Office, Washington, DC 20402; Tel: (202) 783-3238. (GPO Item No.: 1039-A)

- *Going Global: How Europe Helps Small Firms Export.* Nothdurft, William E. Washington, DC: Brookings Institution, 1992. 118 pp. Cost: Hard copy: \$26.95, paper copy: \$9.95

Examines public and private sector export assistance programs for small and medium-sized businesses.

Order from: Brookings Institution, 1775 Massachusetts Avenue, NW., Washington, DC 20036; Tel: 800-275-1447 or (202) 797-6000; FAX: (202) 797-6195.

- *Immigration-Related Issues in the North American Free Trade Agreement.* Hearing before the Subcommittee on International Law, Immigration, and Refugees of the Committee on the Judiciary, House of Representatives, One Hundred Third Congress, First Session, November 3, 1993. Washington, DC: U.S. Congress, 1994. 316 pp.

Order from: Superintendent of Documents, U.S. Government Printing Office, Congressional Sales Office, Washington, DC 20402; Tel: (202) 783-3238. (GPO Item No.: 1020-A).

- *Implementation of NAFTA: Communication from the President of the United States Transmitting a Report Regarding the Implementation of the North American Free Trade Agreement.* Clinton, Bill (United States President). Washington, DC: U.S. Congress, House Committee on Ways and Means, 1994. 18 pp.

Order from: Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402; Tel: (202) 783-3238. (GPO Item No.: 0996-A)

- *National Association of Small Business Investment Companies. Membership Directory.* Alexandria, VA: National Association of Small Business Investment Companies, 1993. Cost: \$10.00

Order from: National Association of Small Business Investment Companies, 1199 N. Fairfax St., Suite 200, Alexandria, VA 22314-1437.

- *North American Free Trade Guide.* Sacramento, CA: California Chamber of Commerce, 1993. 135 pp. Cost: \$19.50 + s&h

Information on how one may profit from the emerging market in Mexico, and the best prospects for trade with Canada.

Order from: Publications, California Chamber of Commerce, 3255 Ramos Circle, Sacramento, CA 95827; Tel: 1-800-331-8877.

- *SBIC Directory and Handbook of Small Business Finance.* Hicks, Tyler G. - ed. Merrick, NY: International Wealth Success, Inc., 1993. Cost: \$15.00.

Coverage: 400 SBIC's including name, address, type of preferred financing, details of their capital structure.

Order from: International Wealth Success, Inc., Box 186, Merrick, NY 11566, Tel: 516-766-5850.

See Publications, page 9

Reports

U.S. GENERAL ACCOUNTING OFFICE (GAO) PUBLICATIONS:

For ordering information and cost of publications contact: U.S. General Accounting Office, P.O. Box 6015, Gaithersburg, MD 20877 or call (202) 512-6000; FAX: (301) 258-4066.

- *Dairy Industry. Potential for and Barriers to Market Development.* Washington, DC: Resources, Community and Economic Development Division, GAO, December 1993. 68 pp. Report No. GAO/RCED-94-19.
- *Export Controls. Actions Needed to Improve Enforcement.* Washington, DC: National Security and International Affairs Division, GAO, December 1993. 74 pp. Report No. GAO/NSIAD-94-28.
- *Foreign Assistance. U.S. Had Made Slow Progress in Involving Women in Development.* Washington, DC: National Security and International Affairs Division, GAO, December 1993. 81 pp. Report No. GAO/NSIAD-94-16.
- *Former Soviet Union. Agricultural Reform and Food Situation in Its Successor States.* Washington, DC: General Government Division, GAO, November 1993. 105 pp. Report No. GAO/GGD-94-17.
- *High-Value Product Exports. Good Potential Exists for More Trade with Taiwan, Malaysia, and Indonesia.* Washington, DC: General Government Division, GAO, November 1993. 36 pp. Report No. GAO/GGD/94-52.
- *Measuring U.S.-Canada Trade. Shifting Trade Winds May Threaten Recent Progress.* Washington, DC: General Government Division, GAO, January 1994. 87 pp. Report No. GAO/GGD-94-4.
- *Pesticides. Limited Testing Finds Few Exported Unregistered Pesticide Violations on Imported Food.*

Washington, DC: Resources, Community, and Economic Development Division, GAO, October 1993. 34 pp. Report No. GAO/RCED-94-1.

GATT PUBLICATIONS:

For ordering information on GATT publications contact: GATT-Publications Services, Centre William Rappard, Rue de Lausanne 154, CH-1211 Geneva 21, Switzerland; Tel: (41 22) 739 52 08; FAX: (41 22) 739 54 58. (GATT Publications Catalogue are available free of charge, request it at address above.) U.S. Accredited Sales Agent: UNIPUB, 4611-F Assembly Drive, Lanham, MD 20706-4391.

- *The International Markets for Meat, 1993/1994.* Geneva, Switzerland: GATT, 1994. Cost: SwF25.00. (English version).
- *World Market for Dairy Products.* Geneva, Switzerland: GATT, 1993. Cost: SwF25.00. (English version).

HERITAGE FOUNDATION PUBLICATION:

- *Mexico Watch.* Washington, DC: Heritage Foundation, 1994. Cost: \$1.50 per number, issued monthly.

Keeps track of changes in US-Mexican ties, Mexican foreign policy, Mexican domestic affairs and NAFTA negotiations.

Order from: Heritage Foundation, 214 Massachusetts Ave., NE., Washington, DC, 20002; Tel: (202) 546-4400.

ECONOMIC RESEARCH SERVICE (ERS) PUBLICATION:

- *World Agriculture: Trends and Indicators, 1970-91.* Washington, DC: Agriculture and Trade Analysis Division, Economic Research Service, U.S. Department of Agriculture, November 1993. 583 pp. Statistical Bulletin No. 861. Cost: \$22.00.

See Publications, page 10

Newsletter

Contents: The tables in this bulletin provide aggregate economic and agricultural growth, performance, production, and trade indicators for the world, 14 geographic regions, the Economic Community, Central Europe, and for 141 countries. These countries account for over 99 percent of the world population, agricultural production, and trade.

Order from: ERS-NASS, 341 Victory Drive, Herndon, VA 22070; Tel: 1-800-999-6779 U.S. and Canada; (weekdays 8:30-5:00 ET). Other areas call Tel: (703) 834-0125, FAX: (703) 834-0110.

- *Import-Export Opportunities Bulletin*. (Monthly). Mervyn Heaton - editor. Cost: \$88.00 newsletter edition; \$139.00 fax edition.

Includes information about international commerce, development and assistance, and small international businesses.

Order from: U.S. Import-Export Publications Co., Publications Department, 17057 Bellflower Blvd., Suite 104, Bellflower, CA 90706-5995; Tel: (213) 925-2918.

Conferences/Meetings/Seminars/Trade shows/Trade fairs

Trade Shows

International Food and Beverage Shows and Sales Missions Sponsored by USDA's Foreign Agricultural Service.

For additional information on the trade shows and sales missions listed below, please contact: USDA Trade Show Office, Foreign Agricultural Service, AgBox 1052, Washington, DC 20250-1052. Tel: (202) 690-1182; FAX: (202) 690-4374 or contact listed under a specific trade show.

September 6-8, 1994 FAB'94-FESTIVAL DE ALIMENTOS Y BEBIDAS USA'94. Exhibimex Convention Center, Mexico City, Mexico.

September 12-16, 1994 CHILE/ARGENTINA SALES MISSION. Santiago, Chile and Buenos Aires, Argentina

Cost: \$1500; registration deadline: June 15, 1994

September 18-21, 1994 ANNUAL BRAZILIAN SUPERMARKET CONVENTION AND EXHIBITION (ABRAS '94)

Cost: \$1500; registration deadline: July 18, 1994

September 26-29, 1994 FOOD & HOTEL CHINAL'94. World Trade Center Beijing, China

Sponsored by: International Expo Management Pte. Ltd. London/Hong Kong/Singapore. Contact the U.S. Representative: Robert C. Chang, Commerce Tours International, 870 Market Street, Suite 920, San Francisco, CA 94102. Tel: (415) 433-3072; FAX: (415) 433-2820 OR Scott S. Sindelar, Agricultural Trade Office, Beijing, Peoples Republic of China. Tel: 86-1-505-4575; FAX: 86-1-505-4574.

See Meetings, page 11

Meetings, continued from page 10

(Products: Chinese visitors will be particularly interested in bakery and confectionery, drinks, wine, food ingredients and snack foods.)

**October 29-
November 3, 1994**

SALES MISSION TO RUSSIA. Moscow and St. Petersburg

Cost: \$1500; registration deadline: July 1, 1994

The Southern U.S. Trade Association (SUSTA) will organize the mission in cooperation with the other regional trade groups EUSAFEC, MIATCO, and WUSATA, and the USDA Trade Show Office.

Contact: Scott Hansen, Executive Director, Southern United States Trade Association (SUSTA), World Trade Center, Suite 1540, 2 Canal Street, New Orleans, LA 70130-1408. Tel: (504) 568-5986; FAX: (504) 568-6010.

(Best prospects for Russia include: Fruits and vegetables, snack foods, candy, cereals, bakery products, rice, cooking oil, juices, yogurt, packaged meat and cheese, canned meat, poultry, offals, baby foods, and prepared foods.)

International Trade Shows and Trade Fair

June 5-7, 1994

INTERNATIONAL DAIRY DELI SHOW. Baltimore Convention Center, Baltimore, MD.

Contact: Lucie Arendt, International Dairy Deli Show, P.O.Box 5528, Madison, WI 53705. Tel: (608) 238-7908; FAX: (608) 238-6330.

June 9-13, 1994

VINOVA. (International Wine, Viticulture and Cellar Equipment). Messezentrum Prater, Vienna, Austria.

Contact: Mr. Doppler, Postfach 124, Vienna 1071/7, Austria. Tel: (022) 521 20; FAX: (022) 521 20/290

July 4-7, 1994

ROYAL INTERNATIONAL AGRICULTURAL SHOW (Birmingham, UK). National Agricultural Centre, Stoneleigh, Kenilworth, England.

Contact: Royal Agricultural Society of England, National Agricultural Centre, Stoneleigh, Kenilworth CV8 2LZ. Tel: 0203-696969; FAX: 0203-696900.

July 10-13, 1994

INTERNATIONAL FANCY FOOD&CONFECTION SHOW (40th annual). Jacob Javits Convention Center, New York, NY.

Contact: Marilyn Harrington, Show Manager, Reed Exhibition Companies, 1100 Summer Street, Stamford, CT 06905. Tel: (203) 964-0000; FAX: (203) 964-0176.

July 14-24, 1994

BOGOTA INTERNATIONAL TRADE FAIR. U.S. Pavilion-Bogota International Trade Fair.

See Meetings, page 12

Meetings, continued from page 11

Contact: Richard Lenahan, Commercial Counselor, U.S. Pavilion Bogota International Trade Fair, US&FCS-American Embassy Bogota, Unit 5120, APO AA 34033. Tel: (571) 320-1200, (571) 232-6550, (571) 288-4045; FAX: (571) 285-7945.

July 20-23, 1994 **ICT-INTERNATIONAL CONFECTIONERY TOKYO.** International Fairgrounds, Tokyo, Japan

Contact: Overseas Exhibition Services. Tel: + 44 (0)71 486 1951.

September 4-6, 1994 **IFEX.** RDS, Dublin, Ireland.

Contact: Conor Kelly, Industrial & Trade Exhibitions Ltd., P.O. Box 16, Portadown, Co Armagh BT63 5XL. Tel: 0762 350955; FAX: 0762 350929.

September 4-7, 1994 **FINE FOOD.** Royal Exhibition Building, Melbourne, Australia.

Contact: Grant Paterson, Australian Exhibition Services Pty Ltd., Illoura Plaza, 424 St. Kidla Road, Melbourne, Victoria 3004, Australia. Tel: 03 867 4500; FAX: 03 867 7981.

September 6-11, 1994 **EXPOAGRO '94.** U.S. Pavilion, Santiago, Chile.

Contact: International Trade Information, Inc., 21031 Ventura Blvd., Suite 405, Woodland Hills, CA 91364. Tel: (818) 340-8864; FAX: (818) 340-7017.

(International agricultural exhibition - modern technologies in machinery, services and supplies from all over the world for agriculture, livestock, forestry, and food processing industries in Latin America.)

September 13-15, 1994 **LABELEXPO CONFERENCE.** Chicago, USA.

Contact: Labelex Exhibitions Ltd., 131 Southlands Road, Bromley, Kent BR2 9QT. Tel: 081 313 3535; FAX: 081 468 7472.

September 18-23, 1994 **IMEGA (Food and Catering Industries).** Munchener Messe, Munich, Germany.

Contact: Munchener Messe und Austellungs GmbH, Postfach 121009, 8000 Munchen 12. Tel: 089 51070; FAX: 089 5107506.

September 19-23, 1994 **WORLD FOOD'94.** U.S. Pavilion, Moscow, Russia.

Contact: Jeff Malley, Comtek International, 43 Danbury Road, Wilton, Conn. 06879. Tel: (203) 834-1122; FAX: (203) 762-0773.

(Product categories: Food, food processing, and agriculture.)

See Meetings, page 13

Meetings, continued from page 12

September 25-27, 1994 THE RESTAURANT SHOW. Business Design Centre, London, England.

Contact: John Bednall, Quantum Publishing, Dexter House, 22 South End, Croydon, Surrey CR0 1DN. Tel: 081 760 0200; FAX: 081 688 3554.

(September 1994 - dates to be finalized) HOST (Hotel, Pub, Club, and Catering Show). G-Mex, Manchester, England.

Contact: Lorne Cheetham, DMG Trinity Ltd., Times House, Station Approach, Ruislip, Middlesex HA4 8NB. Tel: 0895 677677; FAX: 0895 676027.

(September 1994 - dates to be finalized) HOVENTA. (Catering Industry). Hungexpo, Budapest, Hungary.

Contact: Martin Szebeni, Hungexpo - Agro Studio, Albertirsai ut 10, Budapest, Hungary. Tel: 361 263 6074; FAX: 361 263 6077.

(September 1994 - dates to be finalized) MEZZOGIORNO-MEDITERRANEAN FOOD EXHIBITION. Fiera del Levante, Bari, Italy.

Contact: E A Fiera del Levante, Lungomare Starita, 70123 Bari, Italy. Tel: 080 206 420; FAX: 080 559 71 72

National Meetings/Trade Shows

June 20-24, 1994 AMERICAN SEED TRADE ASSOCIATION. (111th Annual Meeting). Minneapolis Hilton, Minneapolis, MN

Contact: Bob Falasca, VP for Programs and Services, American Seed Trade Association, 601 13th Street, NW., Suite 570 South, Washington, DC 20005. Tel: (202) 638-3128; FAX: (202) 638-3171.

June 23-26, 1994 USA POULTRY AND EGG EXPORT COUNCIL. (Annual meeting). Marriott Hotel, Orlando, FL

Contact: Kay Phiel, Executive Assistant, USA Poultry and Egg Export Council, 2300 W. Park Place Blvd., Stone Mountain, GA 30087. Tel: (404) 413-0006; FAX: (404) 413-0007.

June 25-28, 1994 ANNUAL PRODUCE CONFERENCE. Red Lion Resort, Santa Barbara, CA.

Contact: Rosemary Oates, Membership Marketing Coordinator, Produce Marketing Association, P.O. Box 6036, Newark, DE 19714-6036. Tel: (302) 738-7100; FAX: (302) 731-2409.

July 27-30, 1994 AMERICAN SOYBEAN EXPO. Kansas City Convention Center, Kansas City, MO.

Contact: Laura Deters, Manager of Meetings and Conferences, American Soybean Association, P.O. Box 419200, St. Louis, MO 63141. Tel: (314) 576-1770; FAX: (314) 576-2786.

See Meetings, page 14

Meetings, continued from page 13

July 28-30, 1994 **AMERICAN WHOLESALE MARKETERS ASSOCIATION/CANDY EXPOSITION.**
Denver Convention Center, Denver, CO.

Contact: Bonnie B. Trumbauer, Director of Expositions, American Wholesale Marketers Association, 1128 16th Street, NW., Washington, DC 20036. Tel: (202) 463-2151; FAX: (202) 463-6312.

July 29-August 1, 1994 **NATIONAL NUTRITIONAL FOODS ASSOCIATION** (Convention and Trade Show).
Las Vegas Hilton, Las Vegas, NV.

Contact: Matt Dimond, Director of Conventions, National Nutritional Food Association, 150 Paularino Ave., Suite 285, Costa Mesa, CA 92626. Tel: (714) 966-6632; FAX: (714) 641-7005.

July 30-August 1, 1994 **LOUISIANA RESTAURANT ASSOCIATION EXPO.** New Orleans Convention Center,
New Orleans, LA.

Contact: Sandy Riddle, VP of Expositions, Louisiana Restaurant Association, 2800 Veterans Blvd., Suite 160, Metairie, LA 70002. Tel: (504) 831-7788; FAX: (504) 837-4967.

August 7-10, 1994 **AAEA** (American Agricultural Economics Association) (Annual Meeting). Town and
Country Hotel, San Diego, CA.

Contact: Regina Hendrickson, AAEA 80 Heady Hall, Iowa State University, Ames, IA 50011-1070. Tel: (515) 294-7129; FAX: (515) 294-1234.

August 14-16, 1994 **FOOD SERVICE CONFERENCE.** Doubletree Convention Center, Monterey, CA

Contact: Susan Rossman, Food Service Division Coordinator, Produce Marketing Association, P.O. Box: 6036, Newark, DE 19714-6036. Tel: (302) 738-7100; FAX: (302) 731-2409.

Seminars

June 20, 1994 **NEW EXPORT CLASS** - Los Angeles

Contact: Export SBDC, Tel: (213) 892-1111.

June 29, 1994 **NAFTA Six Month Check-Up** - San Diego

Contact: CASAS International, Tel: (619) 661-6162.

July 13-14, 1994 **NATIONAL SUNFLOWER ASSOCIATION.** (Annual Summer Seminar). Detroit Lakes
Holiday Inn, Detroit Lakes, MN.

Contact: Lerrene Kroh, National Sunflower Association, 4023 N. State Street, Bismarck, ND 58501. Tel: (701) 221-5100; FAX: (701) 221-5101.